

Message Text

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PAGE 01 CAIRO 11099 190027Z
ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 AID-05 CIAE-00 COME-00
FRB-01 INR-10 NSAE-00 ICA-20 TRSE-00 XMB-04
OPIC-06 SP-02 LAB-04 SIL-01 OMB-01 IO-14 NSC-05
SS-15 STR-07 CEA-01 AGRE-00 DOE-15 SOE-02 DODE-00
PM-05 H-02 L-03 PA-02 /144 W
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FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 8125

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E.O. 11652: N/A
TAGS: ETRD, BEXP, XX
SUBJ: INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL
- EXPORT POLICY

REF: STATE 95673

1. EMBASSY LOOKS FORWARD WITH INTEREST TO TASK FORCE'S REPORT AND DELINEATION OF SPECIFIC PROGRAM DIRECTIONS UNDER NATIONAL EXPORT POLICY. MAJOR CONSTRAINTS ON FURTHER DEVELOPMENT OF EGYPTIAN MARKET FOR U. S. EXPORTS ARE TWO: LACK OF FOREIGN EXCHANGE AND ARAB BOYCOTT COMPLICATIONS. FIRST CONSTRAINT INDICATES NEED FOR NEW APPROACHES IN USG FINANCING PROGRAMS, IMPORTANTLY INCLUDING EXIM BANK. SECOND POINTS UP USEFULNESS OF MAXIMUM FLEXIBILITY FEASIBLE UNDER EXISTING U. S. LAW AND REGULATIONS BEING ACCORDED POSTS ABROAD IN DEALING WITH BOYCOTT ISSUES E THEY AFFECT OUR EXPORT PROMOTION EFFORTS. SOMEWHAT PERIPHERAL CONCERNS HERE ARE AMENDMENT TO SECTION 911 OF INTERNAL REVENUE CODE AND HIGH COST OF SHIPPING FROM U. S., LATTER A POINT PROBABLY BEST CONSIDERED IN CONJUNCTION WITH EXPORT FINANCING.

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2. IN BELIEF THAT DEPARTMENT IS FULLY INFORMED ON THESE ISSUES, AND IN INTEREST OF BREVITY, WE FOREGO THIS OPPORTUNITY TO COMMENT FURTHER ON WHAT WOULD BE HELPFUL WITH REGARD TO TWO MAJOR PROBLEM AREAS NOTED ABOVE. FX CONSTRAINTS ARE FOUND IN MANY LDC'S, OF COURSE, AND BOYCOTT QUESTION IS COMMON (AS IS SHIPPING COST) TO ALL ARAB COUNTRIES, SOME OF WHICH ARE CURRENTLY OR POTENTIALLY

MUCH MORE LUCRATIVE MARKETS FOR U. S. GOODS AND SERVICES THAN EGYPT. TAX BENEFITS ARE OBVIOUSLY OF CONSIDERABLE IMPORTANCE TO ALL AMERICAN BUSINESSMEN ABROAD.

3. IT WILL BE NOTED THAT ADDRESSING THESE CURRENT IMPEDIMENTS TO EXPANDED U. S. EXPORTS TO EGYPT (AND ELSEWHERE) REQUIRES WASHINGTON INITIATIVES OR DECISIONS. INCREMENTAL COSTS TO EMBASSY WOULD NOT BE INVOLVED AT THIS TIME. EILTS

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Message Attributes

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